### GERRY WEBER

### Welcome to the 2007 Annual General Meeting

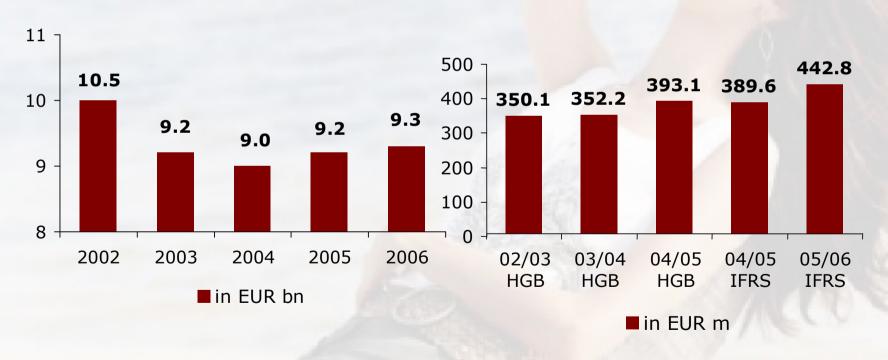
### Fiscal Year 2005/2006: Summary

- New sales and earnings records
- Good progress on the way to becoming an international fashion and lifestyle company with vertical structures
- Own retail revenues up to EUR 60 million
- Optimisation of cost structure
- Creation of 205 new jobs in Germany

## Fiscal Year 2005/2006: Sales development

Sales of the German textile industry

Group sales
GERRY WEBER

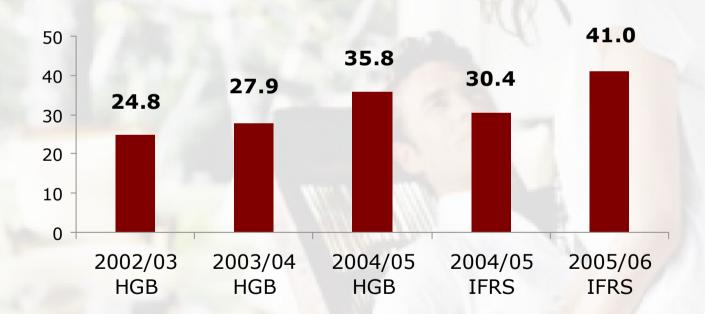


Source: Statistisches Bundesamt



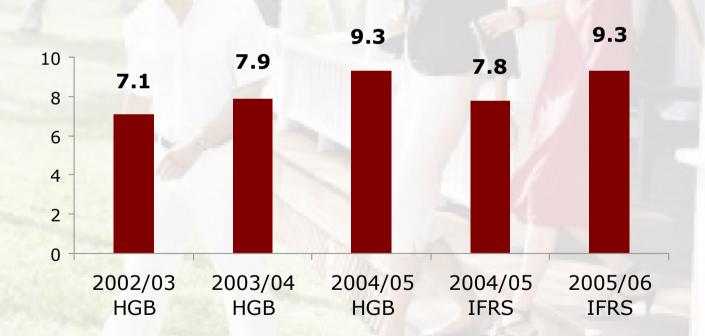
## Fiscal Year 2005/2006: Earnings situation

#### **EBIT in EUR m**



# Fiscal Year 2005/2006: Development of the EBIT margin

#### EBIT margin in %



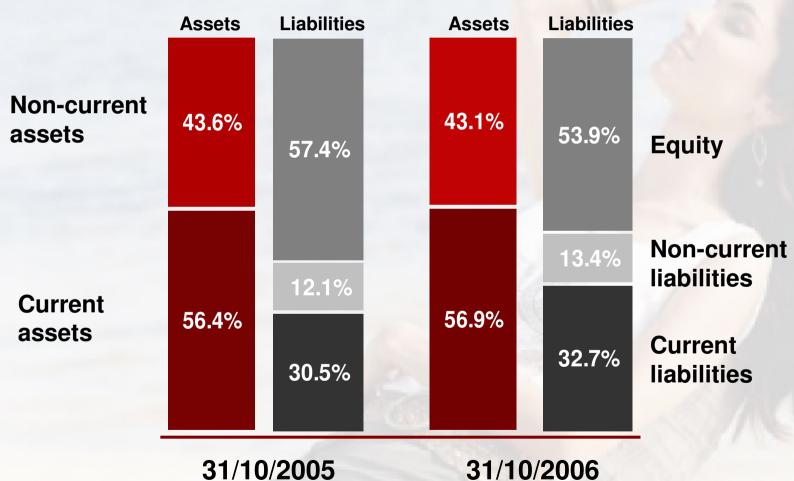
### Fiscal Year 2005/2006: Key business figures

EUR m	2004/2005	2005/2006
Sales	389.6	442.8
- Germany	240.6	257.6
- International	149.0	185.2
EBITDA	36.2	48.2
EBIT	30.4	41.0
EBT	26.9	36.5
Profit for the year	16.0	21.1
Headcount (31/10)	1,647	1,881

### Fiscal Year 2005/2006: Income statement – key figures

in %	2004/2005	2005/2006
Cost of materials ratio	57.2	55.6
Personnel expense		
ratio	13.2	13.2
EBITDA margin	9.3	10.9
EBIT margin	7.8	9.3
EBT margin	6.9	8.3
Tax ratio	40.6	42.4

#### Fiscal Year 2005/2006: **Group balance sheet structure**



**GERRY WEBER** 

31/10/2006

### Fiscal Year 2005/2006: Value added statement

in EUR m	2004/2005	2005/2006
Group performance:	100	
- Sales revenues	389.6	442.8
- Inventory changes	2.4	7.9
- Other interest and income	8.7	9.1
	400.7	459.8
Less purchased materials		
and services:	225.3	254.3
- Cost of materials	5.8	7.2
<ul><li>Depreciation</li><li>Other operating expenses</li></ul>	87.3	98.3
	318.4	359.8
Value added (ratio 20%)	82.3	100.0

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### Fiscal Year 2005/2006: Key figures per share

in EUR per share	2004/2005	2005/2006
DVFA earnings	0.69	0.92
Cash flow	1.43	1.90
Dividend	0.40	0.40

## Fiscal Year 2005/2006: Development of brand sales

- Percentage of sales:
  - GERRY WEBER 66.6%
  - TAIFUN-Collection 25.2%
  - SAMOON-Collection 7.3%
- Increase of number of retail customers and of retail space per customer
- Stronger growth than the market
- All brands clearly positioned
- Protection against price-aggressive competitors

## Fiscal Year 2005/2006: Development of the licensing business

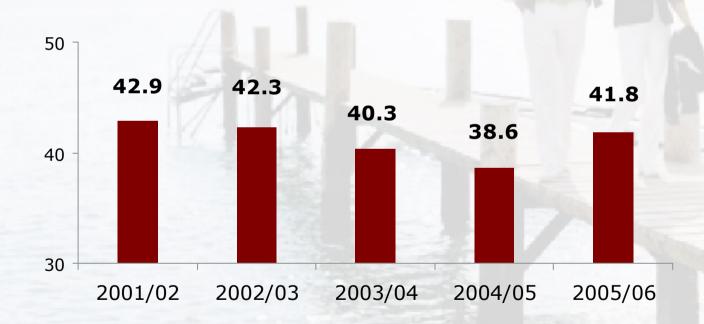
- Indispensable complement to GERRY WEBER brand universe
- Sharper brand profile
- Constantly growing contribution to sales and earnings
- Licensing revenues of EUR 1.0 million
- Doubling of licensing revenues in three years
- GERRY WEBER Men: access to new target group and increased flexibility of the store concept

# Fiscal Year 2005/2006: Development of retail activities

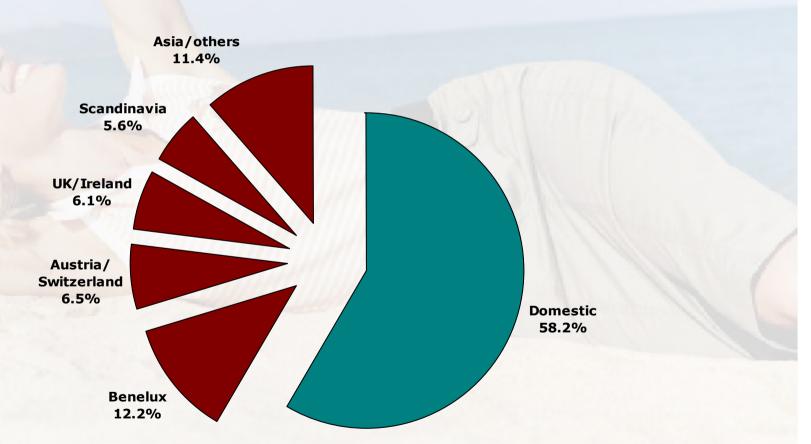
- Increased independence from wholesale segment
- Exceptional position in the market
- Sales increase of almost 50%
- At present 147 HOUSES OF GERRY WEBER
  - 52 own
  - 95 in franchise
- Distribution system that can be flexibly adapted to location and space

## Fiscal Year 2005/2006: Development of export share

#### **Export share in %**



#### Fiscal Year 2005/2006: Key export countries



## Fiscal Year 2006/2007: Development of the 1<sup>st</sup> quarter

- Sales up 10.5%
- Brand sales up 8.9%
- Retail revenues up 135.2%
- EBIT up 13.4%
- Incoming orders Spring/Summer 2007 up 12.4% and Autumn/Winter 2007/2008 up 13.5%

#### **Outlook**

- 2006/2007: Sales growth to approximately EUR
   500 million, double-digit EBIT margin
- 2007/2008: double-digit growth of sales and profits
- Active expansion of retail activities
- Optimisation of internal processes, sourcing of new procurement markets and outsourcing of services
- Doubling of sales revenues over the next five years with EBIT margin up to approximately 15%

### GERRY WEBER

# Annual General Meeting 2007